

Message Text

LIMITED OFFICIAL USE

PAGE 01 WARSAW 03565 181346Z
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 /020 W
-----190250Z 061818 /66

R 181311Z MAY 77
FM AMEMBASSY WARSAW
TO SECSTATE WASHDC 8221

LIMITED OFFICIAL USE WARSAW 3565

FOR EB/OCA

E.O. 11652: N/A
TAGS: BEXP EEWT PL
SUBJ: FOLLOW-UP ON 1976 EASTERN EUROPE ECONOMIC/COMMERCIAL
OFFICER'S CONFERENCE RECOMMENDATIONS

REF: (A) STATE 91419, (B) STATE 110334

1. BRIEF STATEMENTS CONCERNING OUR IMPLEMENTATION OF RECOMMENDATIONS MADE AT THE SUBJECT CONFERENCE FOLLOW.

2. RECOMMENDATION 2: THE COMMERCIAL ROLE OF THE CONSULATES HAS BROADENED. KENT WIEDEMANN OF POZNAN HAS BEEN DESIGNATED DIRECTOR OF MARKETING ACTIVITIES FOR THE POZNAN FAIR, POLAND'S MAJOR TRADE EVENT. HE IS ALSO RESPONSIBLE FOR PROMOTING THE U.S. EXHIBITION IN THIRD COUNTRIES. OFFICERS AT BOTH KRAKOW AND POZNAN HAVE PARTICIPATED IN COMMERCIAL VISITS TO MANUFACTURERS AND TO FOREIGN TRADE ORGANIZATIONS. COMMERCIAL CAPABILITIES IN KRAKOW WILL INCREASE WITH THE EXPECTED ADDITION OF ONE OFFICER THERE THIS YEAR.

RECOMMENDATION 11: WE HAVE DONE CONSIDERABLE REPORTING ON POLAND'S DEBT SITUATION, PARTICULARLY AS IT RELATES TO THE GM AND OTHER MAJOR PROJECTS AND TO POLAND'S ROLE IN INTERNATIONAL ECONOMIC INSTITUTIONS.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 WARSAW 03565 181346Z

RECOMMENDATION 14: EXPLANATION OF U.S. EXPORT-CONTROL PROCEDURES WAS A MAJOR TOPIC DISCUSSED DURING THE VISITS OF RAUER MEYER, DIRECTOR OF THE OFFICE OF EXPORT ADMINISTRATION, AND THE DELEGATION OF CONGRESSIONAL STAFFERS IN LATE 1976.

RECOMMENDATION 15: WE HAVE SUBMITTED REPORTS ON PENDING LICENSE

APPLICATIONS ON THE RCA PROJECT, THE SALE OF PIPER AIRCRAFT, AND NUMEROUS COMPUTER AND OTHER PROJECTS WHEN WE FELT THEY WERE BEING AFFECTED NEGATIVELY BY DELAY OR OTHER CONSIDERATIONS.

RECOMMENDATIONS 16 AND 17: THE CONSULTATIONS WITH THE GOP ON ANTI-DUMPING DUTIES ON POLISH GOLF CARTS AND ON PENDING U.S. COUNTERVAILING DUTY REGULATIONS HAVE PROVIDED SEVERAL OPPORTUNITIES FOR SUGGESTIONS CONCERNING UWGS. TRADE PRACTICES. MOST RECENTLY, THE POLISH DELEGATION ON GOLF CARTS WAS TOLD IN MARCH OF TREASURY'S READINESS TO GIVE ADVISORY OPINIONS ON PRODUCT PRICING. THIS POINT WAS MADE TO OFFICIALS OF THE MINISTRY OF FOREIGN TRADE ON SEVERAL OCCASIONS IN 1976, INCLUDING DURING THE VISIT OF THE STAFFDEL.

RECOMMENDATIONS 19 20: THE RESIDENT AGRICULTURAL ATTACHE IS AWARE OF AND FOLLOWS THE RECOMMENDATIONS ON ADDRESSING CABLES TO NON-RESIDENT AGRICULTURAL ATTACHES AND TO THE EMBASSIES WHERE THEY ARE ACCREDITED.

RECOMMENDATION 26: OFFICERS OF THE ECONOMIC/COMMERCIAL AND PRESS & CULTURAL SECTIONS HAVE WORKED TOGETHER CLOSELY FOR SEVERAL YEARS, AND THIS GOOD COOPERATION IS BEING INTENSIFIED.

RECOMMENDATION 27: ECONOMIC OFFICERS REVIEW THE WIRELESS FILE DAILY AND HAVE CIRCULATED NUMEROUS ARTICLES OF INTEREST IN THE AREAS OF FINANCE, ENERGY, AND FISHERIES.

RECOMMENDATION 29: THE LAST FULL-SCALE DISCUSSION OF THE SERVICES OF THE PRESS AND CULTURE SECTION WAS HELD IN FEBRUARY LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 WARSAW 03565 181346Z

1977. FREQUENT, LESS FORMAL REVIEWS ARE HELD, AND THE NEW PROGRAM, WHICH INVOLVED MEETINGS BY FOUR LEADING POLISH JOURNALISTS WITH REPRESENTATIVES OF INTERNATIONAL ECONOMIC ORGANIZATIONS IN WESTERN EUROPE, RESULTED FROM ONE OF THE REVIEWS IN THE LAST QUARTER OF 1976.

RECOMMENDATION 32: WE ARE DOING WHAT WE CAN TO GIVE A MARKET RESEARCH DIMENSION TO OUR REPORTING, BUT OUR EFFORTS HAVE BEEN HAMPERED BY WASHINGTON'S UNWILLINGNESS TO FINANCE A MODEST MARKET RESEARCH PROGRAM HERE.

RECOMMENDATION 33: ALTHOUGH WE FOLLOW POLAND'S TRADE EXHIBITION ACTIVITIES CLOSELY, WE FIND THAT THEY DO NOT REVEAL TOO MUCH ABOUT THIS COUNTRY'S PURCHASING PRIORITIES.

RECOMMENDATIONS 34 AND 35: WE FOLLOW AND REPORT ON THE ACTIVITIES OF OUR PRINCIPAL EOMPETITOR COUNTRIES, ESPECIALLY AS THEY AFFECT THE CHANCES OF A U.S. FIRM TO WIN MAJOR CONTRACTS. WE BELIEVE THAT POST MORTEMES ON CONTRACTS WHICH WERE LOST BY

U.S. FIRMS ARE HELPFUL IN PREPARING USG OFFICIALS TO BE OF
GREATER ASSISTANCE TO OUR COMPANIES IN FUTURE COMPETITIONS.

RECOMMENDATION 41: WE AGREE THAT OUR LOCAL EMPLOYEES SHOULD BE
USED FOR THIRD-COUNTRY PROMOTIONS WHENEVER TIME AND RESOURCES
PERMIT.

RECOMMENDATION 44: WE TRY TO CARRY OUT PROMOTION CAMPAIGNS
IN OTHER EASTERN EUROPEAN COUNTRIES WHENEVER WE CAN.

RECOMMENDATION 46: WE REPORT ANY IDEAS OR TECHNIQUES WHICH MAY
BE USEFUL IN OTHER NON MARKET ECONOMIES, BUT BELIEVE THAT POLAND'S
CIRCUMSTANCES OFTEN ARE TOO DIFFERENT FROM THOSE OF OTHER
EASTERN EUROPEAN COUNTRIES TO PERMIT THE APPLICATION ELSEWHERE
OF TECHNIQUES WHICH HAVE PROVEN USEFUL HERE.

RECOMMENDATION 47: WE AGREE THAT EACH POST SHOULD DEVELOP ITS
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 04 WARSAW 03565 181346Z

OWN E/C SECTION MANAGEMENT AND PLANNING DOCUMENT, AND THUS FAR
WE HAVE PREFERRED A FAIRLY INFORMAL APPROACH TO PLANNING.

RECOMMENDATION: WE HAVE DEVELOPED FAIRLY COMPLETE INDUSTRIAL
AND R&D END-USER GUIDES AND ARE CONTINUING OUR EFFORTS TO IMPROVE
UPON THEM.

DAVIES

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ECONOMISTS, CONSULTANTS, MEETING REPORTS, ATTACHES
Control Number: n/a
Copy: SINGLE
Sent Date: 18-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977WARSAW03565
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770177-0810
Format: TEL
From: WARSAW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770541/aaaabjmx.tel
Line Count: 146
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 254b5e90-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE 91419, 77 STATE 110334
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 04-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2460777
Secure: OPEN
Status: NATIVE
Subject: FOLLOW-UP ON 1976 EASTERN EUROPE ECONOMIC/COMMERCIAL OFFICER'S CONFERENCE RECOMMENDATIONS
TAGS: BEXP, EEWT, PL, US, XH
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/254b5e90-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009